

Message Text

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PAGE 01 CANBER 06658 070715Z

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ACTION EB-11

INFO OCT-01 EA-11 ISO-00 CIAE-00 DODE-00 INR-10 NSAE-00

PA-04 RSC-01 USIA-15 PRS-01 SPC-03 COME-00 INT-08

SCEM-02 TRSE-00 DRC-01 /068 W

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R 070624Z DEC 73

FM AMEMBASSY CANBERRA

TO SECSTATE WASHDC 2139

INFO AMCONSUL SYDNEY

LIMITED OFFICIAL USE CANBERRA 6658

E.O. 11652: N/A

TAGS: ENRG, BMEP, AS

SUBJ: U.S. LIGHT AIRCRAFT EXPORTS TO AUSTRALIA

1. EMBASSY AND TRADE CENTER HAVE BEEN APPROACHED BY AUSTRALIAN AGENTS FOR SEVERAL MAJOR U.S. LIGHT AIRCRAFT MANUFACTURERS WHO ARE DEEPLY CONCERNED OVER PROSPECTIVE LOSS OF FUEL FOR DELIVERY OF AIRCRAFT SOLD IN AUSTRALIA.

2. AT THIS MOMENT ONLY ONE AIRCRAFT IS KNOWN TO BE STRANDED ENROUTE TO CUSTOMER. THIS IS HALF MILLION DOLLAR BEECHCRAFT REPORTED GROUNDED IN HONOLULU FOR LACK OF FUEL ENROUTE TO AUSTRALIA FOR DELIVERY TO BUYER. CESSNA AND PIPER DEALERS AS WELL AS BEECHCRAFT DEALER DEEPLY CONCERNED HOWEVER BY INDICATIONS FROM THEIR FACTORIES THAT AVAILABILITY OF FUEL DOUBTFUL FOR DELIVERY OF AIRCRAFT ALREADY SOLD WITH DELIVERIES SCHEDULED DURING FIRST HALF CALENDAR 1974. INFORMAL SURVEY INDICATES THEY HOLD FIRM ORDERS FOR 57 TWIN ENGINE AIRCRAFT TOTAL VALUE \$7 6.5 MILLION. POTENTIAL SALES DURING THIS SIX MONTH PERIOD UNDOUBTEDLY HIGHER SINCE ABOVE FIGURE REPRESENTS ONLY FIRM SALES COMMITMENTS AS OF THIS DATE.

3. DEPARTMENT SHOULD ALSO NOTE THAT TRADE CENTER WILL
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STAGE MAJOR GENERAL AVIATION SHOW IN QUEENSLAND IN

APRIL 1974. THIS MAJOR TRADE PROMOTION PROJECT HAS ATTRACTED WIDE ENTHUSIASM AND PUBLIC ATTENTION. IF ANY QUESTION EXISTS HOWEVER RE ABILITY U.S. SUPPLIERS TO DELIVER THEIR AIRCRAFT TO AUSTRALIAN BUYERS EFFECT ON AVIATION SHOW WOULD BE UNFORTUNATE.

4. EMBASSY THEREFORE REQUESTS DEPARTMENT AND COMMERCE EXPLORE FUEL SUPPLY SITUATION FOR DELIVERY OF U.S. AIRCRAFT EXPORTS AND MAKE EVERY EFFORT TO OBTAIN ADEQUATE PROVISION IN U.S. AVIATION FUEL ALLOCATION ARRANGEMENTS TO AVOID IMPAIRING THIS PROMISING U.S. GROWTH EXPORT.
GREEN

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Message Attributes

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Draft Date: 07 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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30 JUN 2005

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